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# TRADE FACTS FINLAND

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# trade facts **FINLAND**

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NORWAY

SWEDEN



FOREST  
INDUSTRY

METAL  
INDUSTRY

USSR

KEMI

KAJAANI

OULU

KOKKOLA

VAASA

KUOPIO

JYVÄSKYLÄ

LAPPEENRANTA

PORI

TAMPERE

LAHTI

RAUMA

KOTKA

HAMINA

TURKU

HELSINKI

HANKO

BHAMN

## GENERAL INFORMATION

### Area and Population

Finland lies almost exactly between the 60th and 70th parallels of latitude. In the west it shares a common frontier with Sweden, in the north with Norway, and in the east with the U. S. S. R. Its sea boundaries are the Gulf of Finland in the south, the Baltic in the south-west and the Gulf of Bothnia in the west. The area of the country is 337,009 km<sup>2</sup> (130,085 sq. miles). Lakes — of which there are about 55,000 — account for 9% of the area, while 71% of the country is covered by forests. About one third of the country lies north of the Arctic Circle, but owing to the influence of the Gulf Stream the climate is considerably warmer than that of other places in the same latitude.

The population is 4,395,500 (1958), the density per sq. km of land area being 14.3. The density of population varies greatly in different parts of the country, being highest in the south and lowest in the north. Finland is bilingual: more than 91% of the population speak Finnish, about 8% Swedish.

### Principal Cities and Towns

There are 41 towns and cities in Finland, the most important of which are: Helsinki (Helsingfors, 445,000), Tampere (Tammerfors, 121,000), Turku (Åbo, 120,000), Lahti (Lahtis, 62,000), and Oulu (Uleåborg, 52,000). (Swedish name and population in parentheses).

### History

Since 1917 Finland has been an independent republic. From 1154 until 1809, it formed part of the Kingdom of Sweden; subsequently it became an autonomous grand duchy connected with Russia until its independence. During the whole of this «Russian period» Finland succeeded in maintaining its western social structure and legislation based



upon old Nordic traditions. Finland was at war with Russia in 1939—40 and 1941—45, but maintained its independence despite the fact that these wars brought heavy consequences in the form of territorial concessions and war reparations.

Finland has been a member of UN since 1955.

### **Form of Government**

A republican constitution was adopted in 1919. Legislative power is invested in Parliament and the President of the Republic. Supreme executive power lies with the President, who is elected for a period of 6 years at a time. The present President, elected for the period March 1st, 1956 to March 1st, 1962, is Dr. Urho Kekkonen. The 200 members of the unicameral parliament are elected for a term of 4 years by a system of proportional representation. Suffrage is extended to all citizens over the age of 21. The strength of the parties after the 1958 election was as follows: People's Democrats 50, Social Democrats 38, Social Democrat Opposition 13, Agrarians 47, Conservatives 29, Swedish Party 14, Finnish People's Party 8, and Finnish Small Farmers' Party 1.

### **Cultural and Social Life**

As part of the entity formed by the Nordic countries, Finland cannot be separated from western civilization; between these countries there exists close cooperation in cultural and social fields. The basic elements of western social life — the freedom of thought and speech and the right of free assembly — are supported by independent courts of justice, before which all citizens are equal.

Education is compulsory for every child in Finland at the elementary level. It is possible to follow on from this stage to secondary schools and academic institutions or to vocational schools. There are 4 universities and more than 10 other institutions of higher education. Only elementary education is free of charge, but every attempt is made to make study possible, by granting loans at a low rate of interest, etc. The rate of illiteracy in Finland is one of the lowest in the world.

Finland endeavours to provide its citizens with the maximum degree of social security. There is a national pension scheme, the cost of which is borne by the beneficiaries themselves, their employers, local authorities and the State. Among the various social benefits provided are family allowances, children's allowances, unemployment and disability allowances, etc. Regular working hours for employees are limited to 8 a day and 47 a week. Negotiations are at present going on for compulsory insurance against unemployment. Today, expenditure on social services takes more than 10% of the net national income.

Labour-management relations are based on voluntary agreements and are supervised by the central organizations of employers and employees. The member organizations of these central bodies conclude the collective agreements which stipulate the conditions to be fulfilled in labour relations.

## **National Economy**

Finnish national economy is based upon private ownership and free enterprise. The State, however, has a considerable share in some branches of industry, and holds monopolies in post and telegraph services, railways and the manufacture and sale of alcoholic beverages. Until the middle of the 19th century, farming, hunting and fishing were the chief means of livelihood in Finland, but since then the advent of industrialization has changed the picture entirely. The country's most important source of raw material, the forests, began to be increasingly utilized, and by the Second World War Finland had developed into a country with a considerable woodworking industry. During recent years the metal-working industry has also grown to such an extent that, nowadays, industry provides by far the greatest part of national production. In 1959, the net domestic product at factor cost was divided among the various occupations as shown on the adjacent page.

The relative part played by the population as regards livelihood presents a slightly different picture, for the percentage of the population earning a living from agriculture and forestry is considerably larger.



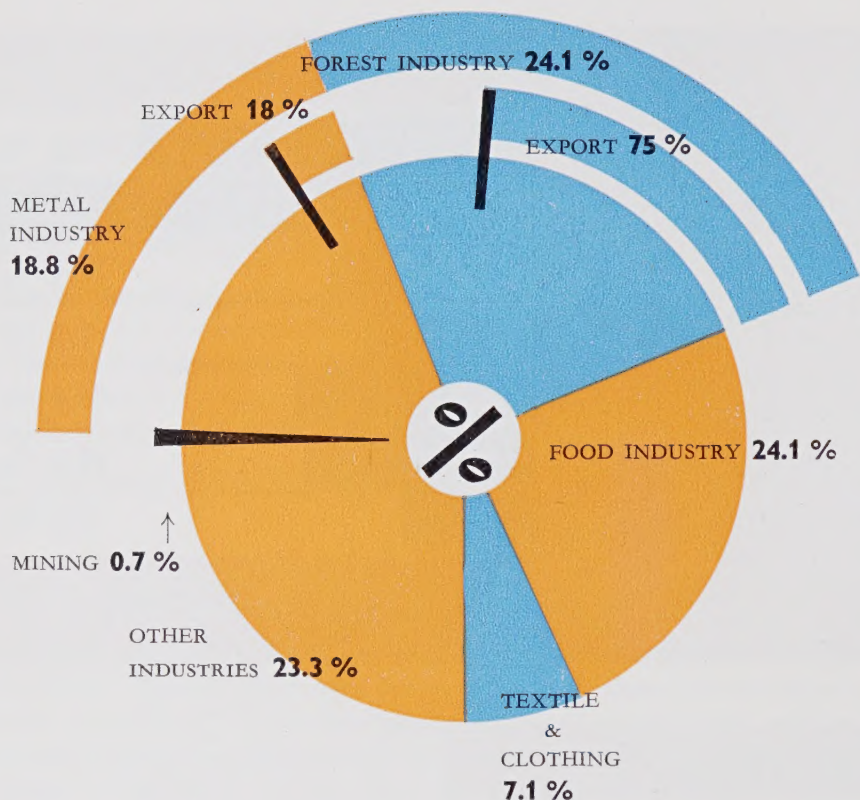


THE NET DOMESTIC PRODUCT AT FACTOR COST IN 1959

## INDUSTRY

The development of industry in Finland since the Second World War has been particularly rapid. Taking 1938 as the basic year, the volume index of industrial production in 1948 was 133 and in 1959, 242. In 1959, 25% of the total working population was permanently employed in industry, and in the same year, manufactured products provided 90% of the country's total exports.

Essential changes have also taken place in the internal structure of industry. The forest industry, based on the country's principal raw material, timber, has continuously maintained its position as the leading export industry, but since the Second World War, other branches of industry which in the 1930's were producing mainly for the home market, have expanded considerably and entered the export market. Today, these other branches of industry are responsible for approximately three



GROSS VALUE OF PRODUCTION BY INDUSTRY BRANCH

quarters of Finland's total industrial output, and in 1959 they provided 20% of the country's total exports.

In the sections that follow, only the main branches of Finnish industry are described, and in the order in which they appear in the export statistics. Thus, the forest industry is presented first, and is followed by the metal industry, mining and quarrying, foodstuffs, textiles, chemical products, fur industry and industrial art. Many other branches of industry produce mainly for the home market and are therefore not included here.

## THE FOREST INDUSTRY

Forests form the most important natural resource of Finland. There are almost 22 million hectares (approx. 54 million acres) of forested land in Finland, a figure which is exceeded in Europe only by the Soviet Union and Sweden. The annual growth of Finnish forests at present is estimated at 46 million cubic metres (solid measure, excluding bark). In 1957, the total removal (felling and natural losses) was 45.08 million cubic metres. The last two surveys of forest resources, which were made in 1936—38 and 1951—53, show that the forests have undergone a positive development.

Of the forested area, 60.3% is privately owned, 30.8% is owned by the State and the remainder by companies and local authorities. The biggest consumer of timber is the paper industry, followed by the sawmill industry, the plywood industry, and so on. Considerable quantities of unprocessed wood are exported from Finland annually in the form of pulpwood, pitprops, poles, etc. The three most common species of wood are: pine (*Pinus silvestris*), spruce (*Picea excelsa*), and birch (*Betula verrucosa* and *Betula pubescens*), which represent about 44%, 36% (coniferous trees total 82%) and 18% of the total stand respectively. Owing to their long fibres and other technical properties, Finnish coniferous trees are particularly suitable for woodworking. The numerous waterways offer excellent facilities for the transport of timber over the long distances from the forests to the consumption centres, and the many rapids provide practically all the hydroelectric power at present required. Of the chemicals used by the forest industry, Finland has ample supplies of limestone and sulphur.

The contribution of forestry to Finland's total exports amounted to 82.1% in 1938 and to 73.7% in 1959.

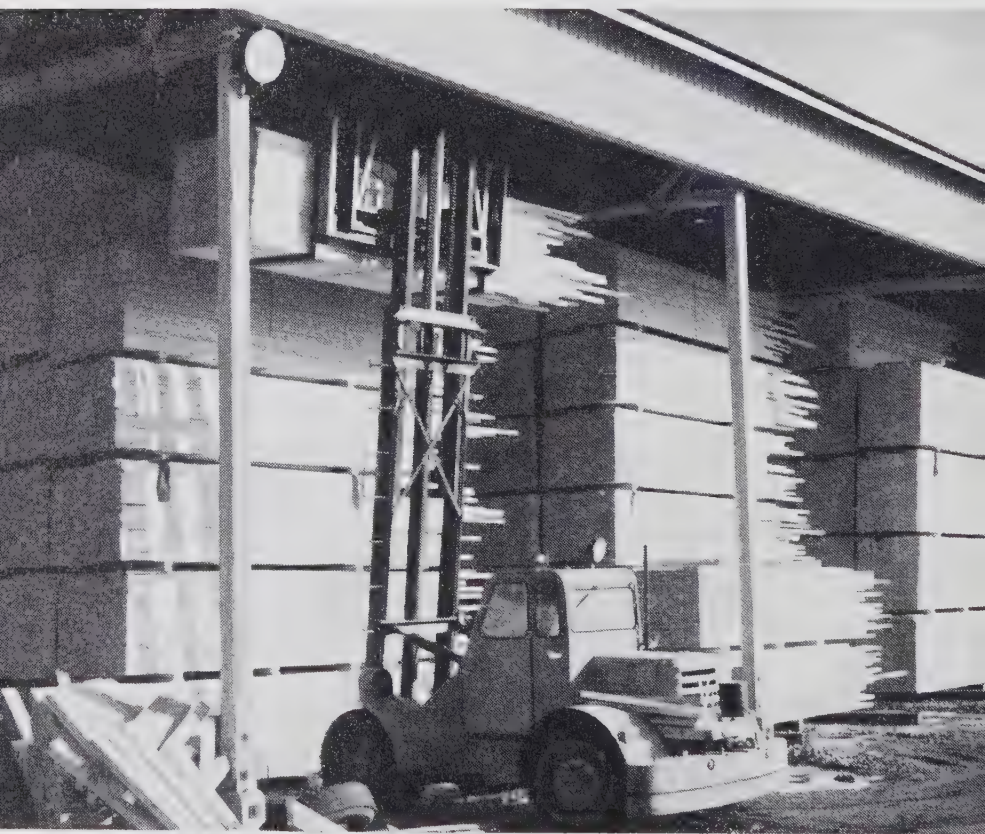
The forest industry in Finland can be divided into two main groups: the woodworking industry and the paper industry. The former group consists of the sawmill industry, the plywood industry, the production



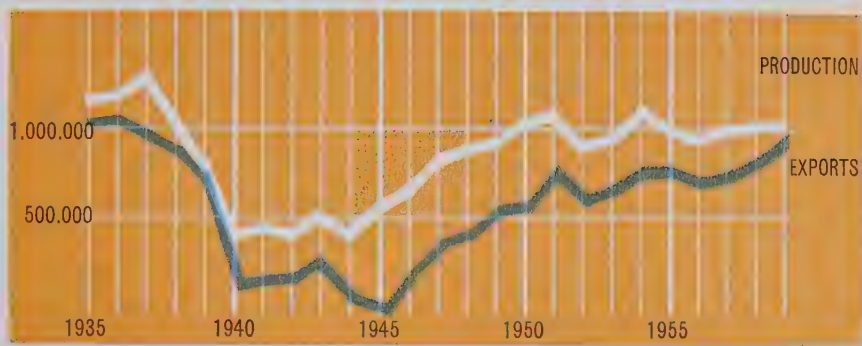
of prefabricated timber houses, the furniture industry, the spoolmaking industry, the particle board industry and other wood products. The paper industry consists of the production of cellulose, mechanical wood-pulp, paper, board, the paper and board converting industries and the fibreboard industry.

### **The Sawmill Industry**

The beginnings of the sawmill industry in Finland can be traced back to 1857, when the use of steam power in sawing timber was first permitted. In the early days, the sawmill industry dominated the wood-



Sawn timber is one of Finland's leading export articles



Production and exports of sawn goods, in standards

working industry. In 1956 its share of the gross value of the whole forest industry was 22.8% and the labour employed by it represented 38.1% of the total labour force of the forest industry.

The most important raw materials are pine (70%) and spruce. A certain amount of birch is also sawn. Planing mills are often found working in conjunction with sawmills.

At a rough estimate, there are 2,000 sawmills of different sizes producing sawn goods for the market. 23 of these have an annual capacity of more than 10,000 standards. In addition to these, there are some 10,000 smaller sawmills producing for their own use only. The total annual output of these is approximately 300,000 stds. The capacity of the biggest sawmill in Finland is some 55,000 stds. a year.

The peak of marketed production was attained by the Finnish sawmill industry in 1927, when the output was 1,494,000 stds. Exports in the same year were 1,283,000 stds. In 1959, the output was 1,070,000 stds., and exports 950,000 stds. The producers generally sell their sawn timber abroad through their agents in the countries of purchase. Some leading concerns have sales offices in Helsinki. The smaller sawmills generally use domestic agents and a few of them have established joint export offices.

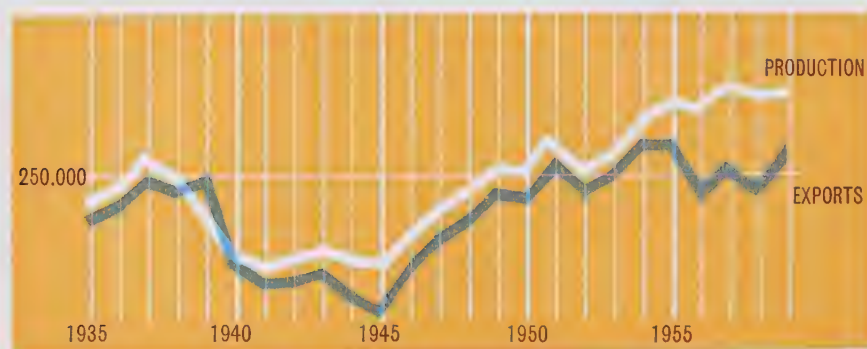
## The Plywood Industry

The first plywood mill was established in Finland in 1912. Since then the plywood industry has developed rapidly and is now an important

branch of the forest industry. In 1957, its output represented 2.6% of the world's plywood production and 14.2% of the total production of Europe. In 1957, Finland's share of the world's plywood exports amounted to 24.1 %, and to 58.2 % of European exports.

Birch is used almost exclusively as the raw material for plywood. Finland is actually the world's leading exporter of birch plywood. Blockboard and veneers, the latter sometimes made of foreign species of wood, are also produced in Finland. Special products of this kind include: aircraft plywood, curly and flamy birch plywood and veneers.

At present there are 24 plywood mills in Finland, the largest of which have a capacity of some 30,000 cubic metres annually. The annual production of the biggest plywood company is about 80,000 cubic metres of plywood and blockboard.



Production and exports of plywood, in cubic metres

The main efforts of the plywood industry in Finland have always been concentrated on export. The peak production year so far was 1955, when production rose to 363,000 cubic metres and exports to 321,000 cubic metres. In 1959, the corresponding figures were 350,000 cubic metres and 296,000 cubic metres.

## The Production of Prefabricated Timber Houses

The activity of the Finnish prefabricated house industry has been determined by the following three factors: the technical development



of building, the raw materials available in the country and the necessity of increasing the degree of processing within the woodworking industry.

Until 1955, the emphasis in sales was on exports, but since then production has increased and domestic sales have established a stable market.

The production programme of the Finnish prefabricated timber house industry includes, unlike other countries, a remarkably extensive variety of dwelling houses, summer cottages, saunas, school and club buildings, buildings for accommodation and storage on construction sites, terrace houses, wall elements for multi-storey houses and glued and nailed timber frames with large clear span, etc.

### **The Furniture and Joinery Industries**

The serial production of furniture was begun in Finland 40 years ago. At present there are some 100 large factories and about 400 smaller enterprises in this branch of industry. Almost half of the furniture made in Finland comes from the town of Lahti.

Birch is the most important raw material, but other domestic and foreign wood species as well as metals are also used. As far as styling is concerned, the Finnish furniture industry follows general Scandinavian trends, but endeavours to bring Finnish features of design to the fore.

In recent times, Finnish furniture factories have been concentrating in developing exports more than ever before. In 1959, exports amounted to a total of 1,400,000 dollars.

In order to develop export trade, the leading manufacturers — in conjunction with the Finnish Foreign Trade Association — established a Council on Furniture Export Promotion in the summer of 1958. This Council is not actually responsible for arranging exports, its function being to promote them in this particular field. Its programme includes: quality inspection, the awarding of special «export marks» for good furniture, and assistance in the establishing of contacts abroad.

The joinery industry plays an important part in the export trade of the light wood industry. Its main products are doors and windows and various kinds of frames. In 1959, exports of these products amounted to a total of some 1,500,000 dollars.

### **The Production of Particle Board (Chipboard)**

The youngest branch of the woodworking industry in Finland is the particle board industry which was only started in 1956. There are now four factories in operation, with a production of some 68,000 cubic metres. In 1959, exports of particle boards amounted to 38,000 tons.

### **Other Woodworking Industries**

In addition to those mentioned above, there are almost a hundred concerns producing different kinds of wooden articles. Those listed below have found markets abroad:

- Wooden vessels (including pleasure boats). Exports mainly consist of special yachts and motor boats, and in 1959 they totalled 569,000 dollars.
- Spools and bobbins.
- Match splints. Exports in 1959 amounted to 769,000 dollars.
- Boxboard and wooden boxes.
- Skis, birch dowels, all kinds of handles and sticks, various turned products, bowls, trays, spoons, clothes pegs and hangers, toys, cutting boards, meat skewers, etc.

Most of the manufacturers of small wooden articles are small enterprises using domestic agents for their export sales.

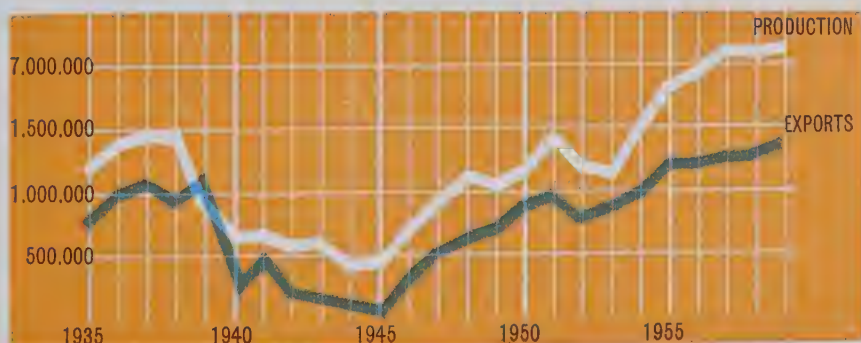
### **The Cellulose Industry**

The Finnish cellulose industry has its origins in the latter half of the 19th century. Nowadays it is the most considerable branch of the chemical industry.

Cellulose is manufactured in Finland by two different methods, the sulphite and the sulphate processes. The sulphite method is mainly applied to spruce and to a lesser extent, to birch and aspen. The sulphate method, on the other hand, is used almost exclusively with pine

About 82% of the production of sulphate cellulose is unbleached, the remainder being bleached or semi-bleached. A little over half of the total cellulose production is sulphite cellulose, about 56% of this being unbleached, 29 % bleached paper sulphite and 15 % dissolving pulp. Nowadays, semi-chemical pulp is also produced to some extent. A large expansion programme in cellulose production capacity is now being carried out.

There are now 20 sulphite cellulose mills, with a production capacity of about 1,400,000 tons, operating in this country, and 9 sulphate cellulose mills with a production capacity of about 1,200,000 tons a year. The capacity of the biggest sulphite pulp mill is 125,000 tons a year and that of the biggest sulphate pulp mill 420,000 tons. In the production of sulphite pulp, the peak pre-war year was 1937, when output reached 1,036,500 tons, of which 823,600 tons were exported. This level was not reached during the post-war years until 1957, when 1,073,900 tons of sulphite pulp were produced, 697,500 tons being exported. As regards sulphate pulp, the pre-war level was reached in 1954 with a production figure of 705,500 tons and exports of 375,000 tons. The corresponding figures in 1957 were 1,001,900 tons and 474,200 tons. In 1959, the total production of cellulose was 2,178,000 tons, of which 1,320,000 tons were exported. About 30,000 tons of semi-chemical pulp are produced annually. The by-products of the cellulose industry are alcohol, tall-oil resin and turpentine.



Production and exports of cellulose, in metric tons

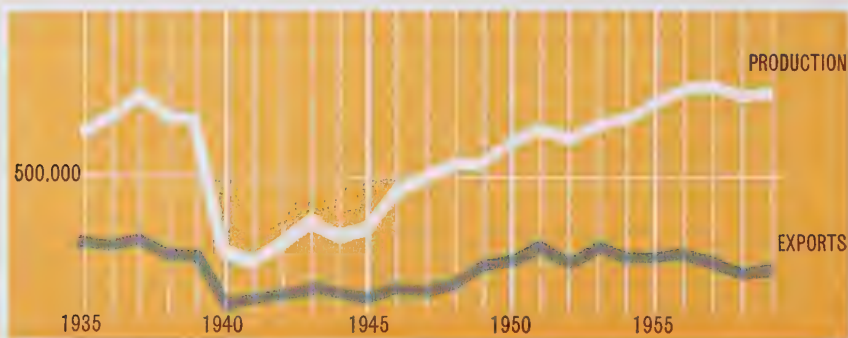


## The Mechanical Pulp Industry

Pulp mills require a great deal of power to operate, and are thus generally situated in the vicinity of rapids, usually working in conjunction with a paper or board mill. This industry was established in the middle of the 19th century.

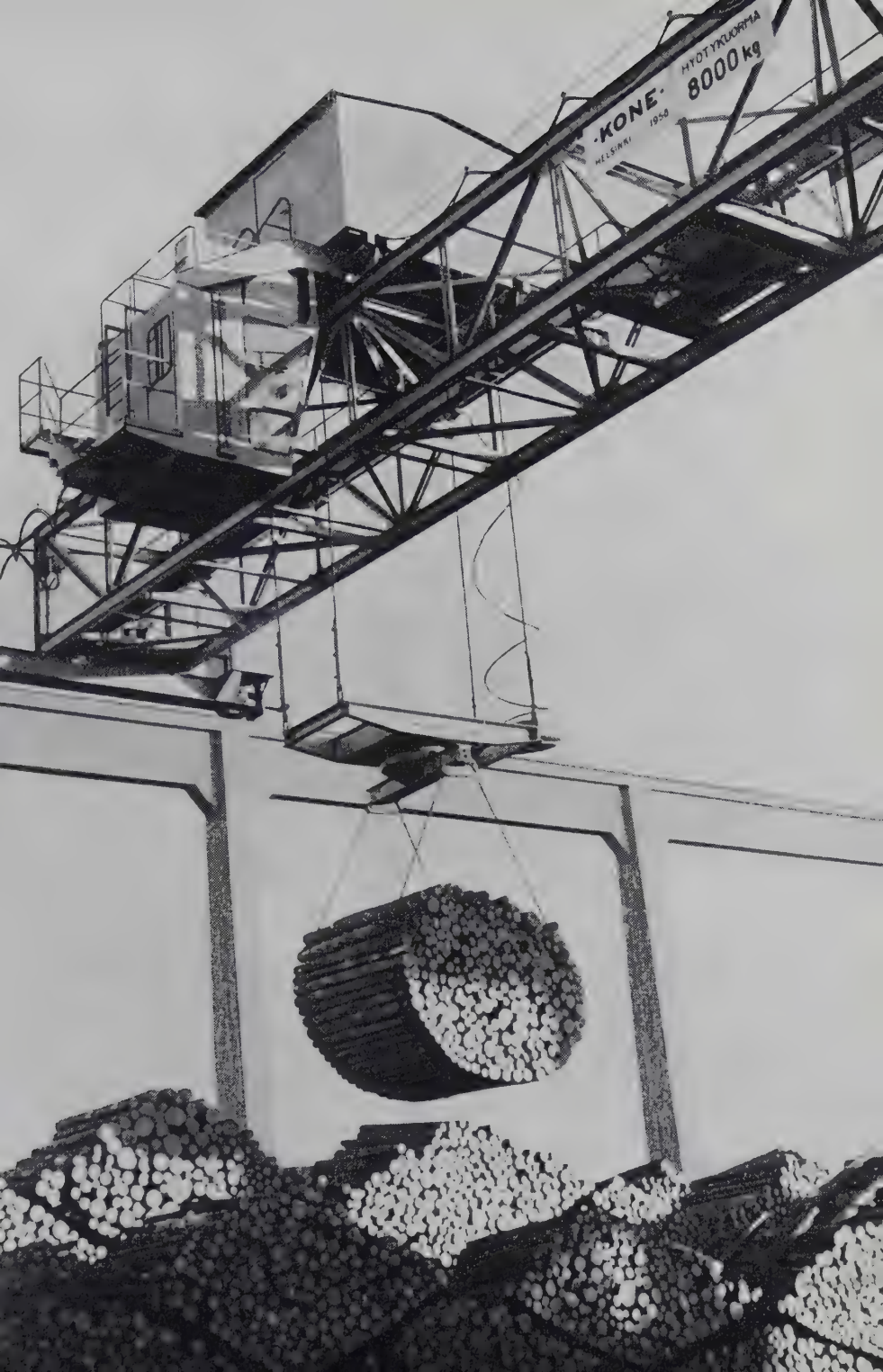
The bulk of the raw material used is spruce. Of the production in 1959, 72% was used for the manufacture of papers, 11% for the manufacture of board and 17% was exported. In addition, crude stock and defibrator stock were used for the manufacture of board.

The annual production capacity of the 26 mechanical pulp mills now operating is over a million tons. The capacity of the largest mill producing for export is about 100,000 tons. The peak pre-war year for pulp production was 1937 with a figure of 820,000 tons. Since the war, production has increased steadily, and in 1959 reached a total of 832,000 tons. The bulk of production was refined in this country, exports in 1959 amounting to only 139,000 tons.



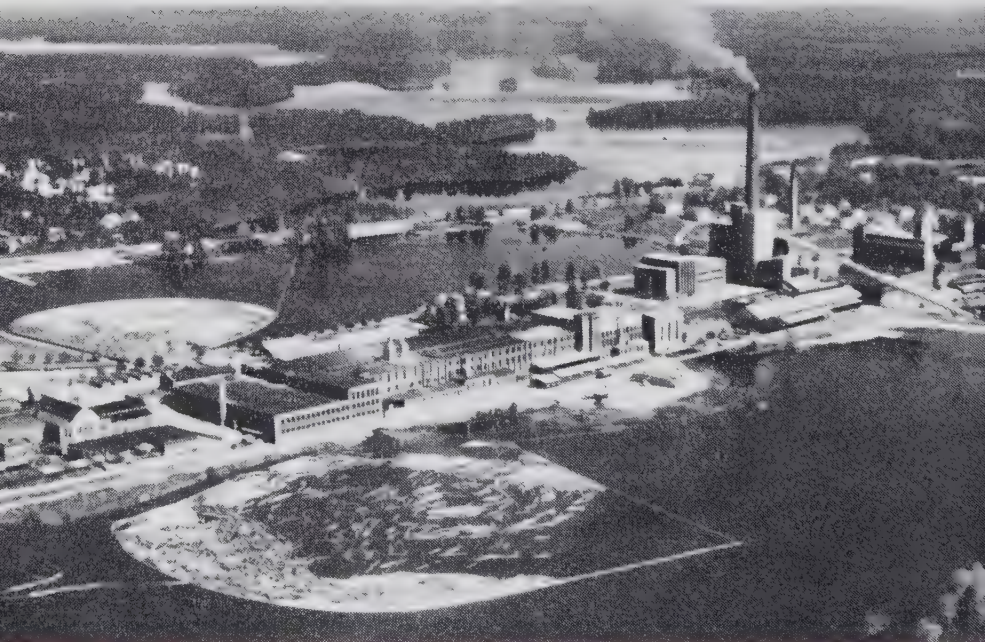
Production and exports of mechanical pulp, in metric tons

→  
Modern  
timber  
handling



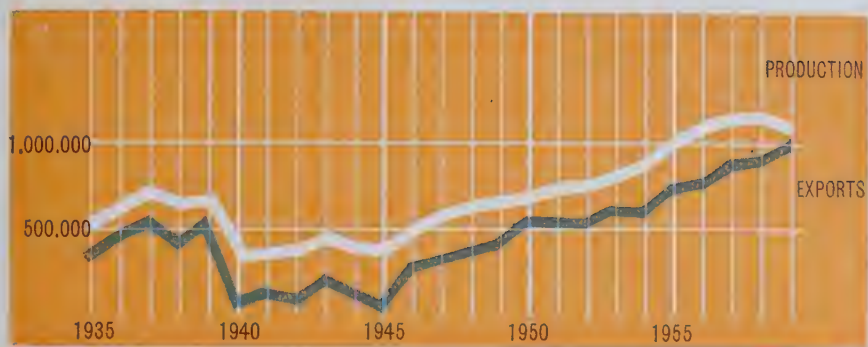
## The Paper Industry

The Finnish paper industry can trace its origins back to the 17th century, but its real development did not begin until the middle of the 19th century, when timber came to be used as a raw material. It has now developed into a large-scale industry. The main raw materials are mechanical pulp and cellulose, in addition to which a certain amount of semi-chemical pulp, waste paper and rag are used. The most important product in quantity is newsprint, which accounted for 52% of production in 1959, the share of Kraft paper being about 23%, and of other types of paper 25%. These other types of paper include: writing and printing paper, sulphite paper, parchment paper, greaseproof



A modern factory amidst typical Finnish countryside





Production and exports of paper, in metric tons

paper, condenser paper, carbon body paper and cigarette paper. The production of newsprint is scheduled to increase by 30 % a year.

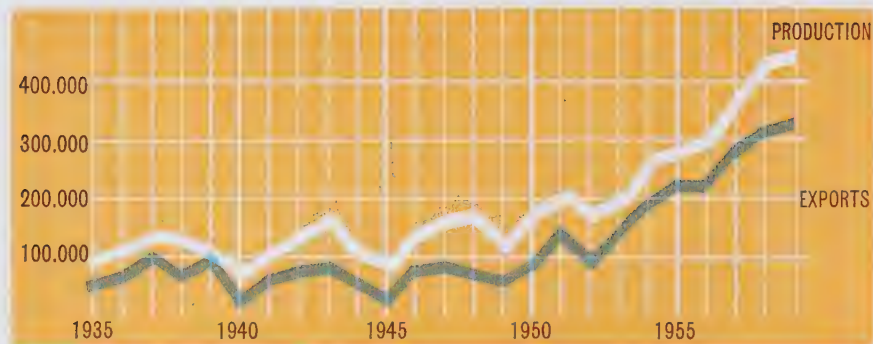
At present there are 25 paper factories operating, of which 9 produce newsprint, 4 Kraft paper and the remainder other qualities of paper. Total production capacity exceeds 1,500,000 tons a year; the biggest newsprint factory can turn out about 195,000 tons a year, and the biggest Kraft paper mill about 135,000 tons.

In 1959, paper production totalled 1,258,000 tons, of which 652,000 tons were newsprint, and exports totalled 1,062,000 tons, of which 576,000 tons were newsprint. The pre-war level was reached in 1950.

## The Board Industry

The board industry was founded in the middle of the last century. Board mills are generally located in conjunction with pulp mills. Cellulose, mechanical pulp, waste paper and semi-chemical pulp are used as raw materials. The main products are woodpulp board, folding box-board and kraftliner.

The present number of board mills is 15, and their total capacity is 600,000 tons. The highest annual production of board so far reached was in 1959 with a figure of 448,000 tons, of which 317,000 tons were exported. The board industry has expanded considerably over the years, and this expansion continues today.



Production and exports of board, in metric tons

## The Paper and Board Converting Industry

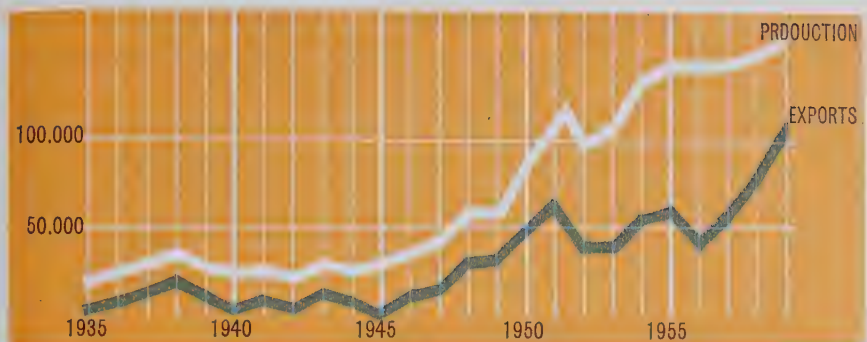
Paper and board have been converted in this country since the 1920's, but the greatest development has taken place only during the last decade. Among the wide range of products manufactured are all types of packings, cases, boxes, sacks, stationery, bitumen paper, and corrugated cardboard.

The annual production in 1959 was about 160,000 tons, 53,000 tons of which were exports.

## The Fibre Board Industry

The majority of the Finnish fibre board factories were established in the 1940's. With one exception the production of all the mills is based on the defibrator method. The main raw materials used are waste from sawmills and plywood mills, laths and plywood cores. Production includes porous board, hardboard and extra hard board. Nowa days increasingly larger quantities of surface-treated boards are being manufactured — such as enamelled, oil-tempered and melamine surfaced hardboard. Other wall boards, not generally regarded as fibre board, such as laminated plastic board, gipsonit board, etc., are also produced.

There are eight factories in this field of production, the annual capacity of which totals about 200,000 tons. In 1959, production amount-



Production and exports of fibre building board, in metric tons

ed to 165,000 tons, of which 110,000 tons were exported. Exports are handled by the fibre board factories themselves.

## MINING, METAL AND METAL-WORKING INDUSTRIES

The origins of mining and metal industries in Finland can be traced back to the 17th century, but only during the last 25 years have they gone through a period of rapid growth and development in extent and versatility of production. The expansion of mining has taken place through the exploitation of hitherto untouched ore deposits, and the metal and engineering industries expanded with the impetus provided by war reparation deliveries, 72% of which fell on these industries. Taking the year 1938 as a basis, the production index of the metal industry as a whole was 200 in 1948 and 309 in 1959. In 1958, the metal industry as a whole was responsible for 20% of the gross value of the country's industrial output and employed 27.6% of the total industrial labour force.

The majority of the products of these industries are manufactured for the home market, but during recent years a considerable part of the output has been exported. The metal industry's share of the country's total exports has grown from 4.2% in 1938 to 16.5% in 1959. If ores



BASIC  
METAL INDUSTRY



22.2 %

MACHINE  
INDUSTRY



22.7 %

ELECTRICAL  
MACHINERY



11.2 %

SHIPBUILDING



27.7 %

MINING



3.8 %

OTHER  
METAL MANUFACTURES



12.4 %

GROSS VALUE OF PRODUCTION BY METAL INDUSTRY GROUP

and concentrates are included, the corresponding figures would be 4.3% and 17.7%. These latter branches of the industry export about 20% of the gross value of their production.

### Mining

Today there are 7 mines in operation: the copper mines of Outokumpu and Ylöjärvi, the zinc mine at Vihanti, the nickel mine at Kotolahti and the iron mines of Otanmäki and Kärväsvaara. The pyrite mine at Pyhäsalmi, the lead mine at Korsnäs, the iron mines of Raajärvi and Jussarö, and the uranium mine at Eno, all at present under construction, will start operating in the near future. The amount of ore to be quarried during 1960 will exceed 3 million tons.

In 1958, the gross value of the production of mines and concentra-

tion plants was 22 million dollars, and the value of ores, concentrates and other mining products exported was 1 million dollars.

In 1959, the production of copper ore amounted to 114,600 tons, with a copper content of 29,000 tons, of pyrite concentrate to 258,000 tons, of iron concentrate (including pyrite cinder) to 392,000 tons, of ilmenite concentrate to 86,000 tons, of zinc concentrate to 98,400 tons, of lead concentrate to 3,400 tons, and of vanadium pentoxide to 900 tons. Of these, the zinc concentrate, the vanadium pentoxide and the major part of the iron concentrate were exported. The nickel mine at Kotalahti only started operating at the end of 1959.

### **Basic Metal Industries**

The basic metal industries at present include 8 iron and steel works, 4 rolling mills and 2 copper plants. The gross value of production in 1958 was 130 million dollars.

The most important metal is copper, which is made entirely from domestic ore. In 1959, the production of cathode copper was 32,600 tons, and it will increase in the future. In the same year 16,000 tons were exported. Finland is one of the leading producers of copper in Europe.

The production of pig iron, 96,000 tons in 1959, is mainly based on imported ore. Plans exist for the setting up of an iron plant which will use domestic ores, concentrates and pyrite cinder as raw materials, and production is therefore expected to increase considerably in the future.

In 1959, the output of steel works amounted to 249,000 tons of crude steel, the main raw material being domestic and imported scrap. In the same year iron mills produced 257,200 tons, and steel foundries 11,300 tons. Finland's steel production provides for about only one third of her total needs; steel plates and sheets, for example, have to be imported.

In 1959, the export of iron and steel included 22,800 tons of pig iron and 21,000 tons of milled steel products, mainly rails.

Among other metals, 727 kgs of gold and 16,259 kgs of silver were produced in 1959. A nickel refining plant is to start operating in the first part of 1960.

## The Manufacture of Machinery (excluding Electrical Machinery)

This branch of the metal industry has expanded considerably during the last few decades, and the scope of its present production includes larger and technically more efficient products than hitherto. Consequently, the importance of this branch of the industry in relation to the other branches has increased. In 1958, the gross value of its output was 130 million dollars, which corresponds to 22% of the gross production of the metal industry as a whole, and it employed 29% of the total labour force.

The value of machinery exported in 1958 amounted to 35 million dollars, to 50 million dollars in 1959, and will increase still further during 1960. During the last five years, its share of the total metal exports has increased from 26% to over 36%. This increase is explained by the great expansion of the export of machinery for the paper and pulp industries. Since the Second World War, Finnish engineering works have received orders for more than 50 paper machines from abroad. It is estimated that, at present, Finland produces about 10% of all paper machines manufactured in the world. Complete paper and pulp mills have recently been delivered to or ordered by several countries. The value of the export of paper and pulp machines has steadily increased, and amounted to 17 million dollars in 1958 and to 33 million dollars in 1959. Among the purchasing countries are Brazil, China, Czecho-Slovakia, France, Great Britain, India, Italy, New Zealand, Norway, Pakistan, Peru, Poland, Sweden, Switzerland, Turkey, The Union of South Africa, the U. S. A., the U. S. S. R. and Yugoslavia. Finland also delivers machines and equipment for sawmills, plywood factories and other branches associated with the woodworking industry.

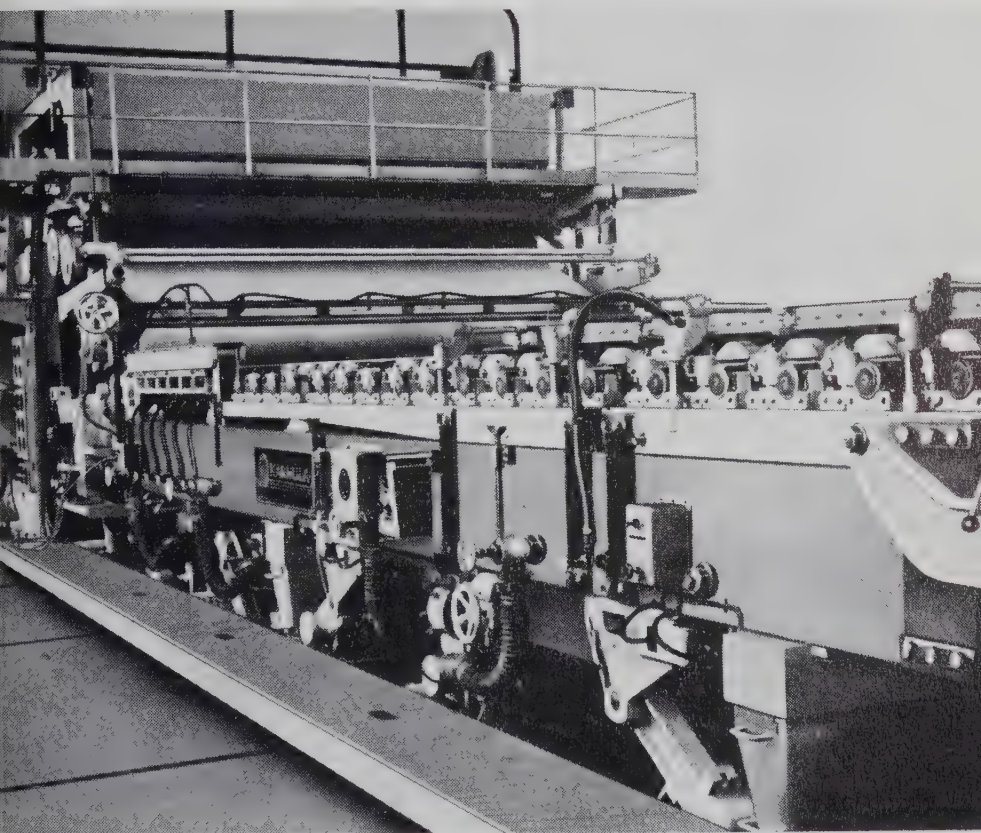
Different types of machinery required for the home market are also manufactured, and of these an increasing number are also finding their way onto the export market. Among these are all kinds of handling equipment, such as cranes and trucks; road making and earth moving machines, such as excavators, road graders, road rollers, rock drills, road tamping machinery and stone crushers; agricultural machinery, such as tractors, harrows, ploughs, rakes, threshing combines etc.; and



also power and propulsion machinery, steam boilers, pumps and fittings.

## Shipbuilding and Transport Equipment

Shipbuilding and the manufacture of transport equipment are together responsible for 28% of the gross production and employ 33% of the labour force of the entire metal industry. Shipbuilding is mainly for export, but the manufacture of other transport equipment is mainly aimed for the home market.



Paper machinery represents high-class workmanship

A long coastline and the necessity of seafaring means that shipbuilding has always been of importance in Finland. There are at present 11 shipyards in operation, 5 of which are large-scale yards. All are situated on the coast, and they have 4 dry-docks at their disposal. There are also 2 floating docks in Helsinki and one at Turku.

The largest cargo vessel built in Finland is of 13,575 dwt., but the bigger yards can produce cargo ships and tankers up to 18,000—20,000 dwt. Ice-breakers form a special feature of production, a development which has attracted considerable attention. The first polar ice-breaker with a total engine power of 22,000 S. H. P., to be delivered in June 1960, will be the biggest diesel-electric ice-breaker in the world. A significant delivery during 1959 was a high speed, modern refrigerated cargo vessel of 3,500 dwt. to West Germany, the sister ship of which was delivered the year before.

In 1959, some 36 ships were built and delivered. In addition, 50 large-sized lighters were built for inland waters. In the same year, the value of ships exported amounted to 57 million dollars, representing about 80% of the total production, and 40% of the exports of the entire metal industry. The statistics published in 1959 in Lloyds' Register of Shipping show that Finland is the seventh largest shipbuilding country in the world as far as the value of its exports is concerned. In this calculation the «positive» export has been taken into account, i. e. imported new tonnage has been subtracted. Statistics have been compiled on the basis of vessels launched. The bulk of Finland's shipbuilding products are exported to Brazil, Indonesia, Norway, Sweden, the U. S. A., the U. S. S. R., and West Germany.

The manufacture of other transport equipment consists of the production of bicycles, rolling stock for railways, lorries, timber carriers, fork lift trucks and buses. They are mainly intended for the home market; but lorries, trucks and buses are also exported on a minor scale; in 1959, the value of this export was about 60,000 dollars.

### **Manufacture of Electrical Machinery and Equipment**

11% of both the value of production and the labour force employed by the entire metal industry is accounted for by this particular type of

manufacture. In 1958, the gross value of its production amounted to 66 million dollars, and in 1959 the value of its exports totalled 10 million dollars. This branch of industry has the advantage of using Finnish copper, a material of great purity and high conductivity.

The manufacture of electric wires and cables, both bare and insulated, and telephone cables, is highly developed. In 1958, the value of production was 22.5 million dollars, and in 1959 exports totalled 7 million dollars.

The production of electrical machines and transformers is carried on by one large and several smaller enterprises. The range of production extends from generators of 42,000 kVA and large motors of 8,000 H. P. for the woorkworking industry to fractional H. P. squirrel-cage motors. In 1959, exports totalled 2.5 million dollars, and were sent to China, Great Britain, Iceland, Norway, Sweden, the U. S. S. R., West Germany, and others.

The manufacture of radio and telegraphic equipment forms an important branch of the electrical industry. The value of its exports was 0.45 million dollars in 1959. Some of the special products are: welding rectifiers and transformers as well as spot and projection welding machines; V. H. F. devices, magneto motors and radio sounding equipment, of which the latter items are especially well known all over the world by meteorologists.

The electrical industry also produces lighting fixtures, the designs of which are well known, incandescent and fluorescent lamps, batteries and accumulators, an extensive range of household appliances, such as cooking stoves, cooking plates, electric irons, refrigerators, washing machines, radiators, toasters, grills, etc., measuring instruments and installation materials. These goods are mainly intended for the home market, but are also exported in small quantities.

## **Other Metal Manufactures**

In addition to those branches of the metal industry mentioned above, there are several hundred factories producing a variety of metal manufactures; they are responsible for 12% of the gross value of the entire metal industry and employ 16% of its labour force. The correspond-





ing figures for the instrument and clock and watch industries are less than 1 %. Among the miscellaneous products coming under this heading, there are several which are exported, and their total export value in 1959 was about 2 million dollars.

The main products exported are: sporting and hunting rifles and their ammunition, optical instruments, compasses, tools, files and rasps, stainless steel cutlery, etc.

## OTHER INDUSTRIES

In the sections that follow the production and export of foodstuffs and luxury goods, certain products of the chemical and textile industries, the fur industry, and various industrial art products, such as glass, china and ceramics, are described in some detail. There are, however, other industrial products which have found markets abroad, such as articles manufactured by the rubber and leather industries, sports goods, fancy goods and jewellery, plastics, etc.

At this point, special mention should be made of the Finnish pharmaceutical industry; although relatively young, it expanded considerably during and after the Second World War. Earlier this industry was largely concerned with the refining of foreign medicinal chemicals, but today it produces various preparations and specialities that can be said to be of purely Finnish origin, such as insulin, antibiotics and various vaccines, etc. The latest addition to this branch of industry, a factory for syntheses, will start operating during the course of 1960.

### Foodstuffs

Today, the part played by the foodstuffs industry in Finnish industrial production is quite considerable; in gross value of products this industry is in the lead. In 1957, this gross value amounted to some 673 million dollars, and in 1958 (according to preliminary calculations) to some 723 million dollars. The percentage of the total industrial output

←

Pyhäkoski  
hydro-electric  
power-station

of the country that these figures represent was 23.64% in 1957 and 24.06% in 1958. These figures do not include alcoholic beverages and tobacco. The total number of workers employed by the foodstuffs industry in 1958 was some 30,000, about 10% of the total number of industrial workers. According to official statistics, there are approximately 1,600 concerns in the production of foodstuffs. Some 60% of these are small bakeries and dairies.

In many branches of the foodstuffs industry, large-scale production — by Finnish standards — with up-to-date industrial installations has already been developed. In 1957, 29% of the raw materials used were imported, coffee and cereals forming the bulk of this import. On the other hand, the foodstuffs industry is responsible for only 2—3% of the country's total exports. At present it is not easy to increase this small percentage, owing to the difficulty of placing goods on foreign markets at competitive prices.

The main exports of the Finnish foodstuffs industry are butter and cheese. In 1959, butter production totalled 82,158 tons, of which 21,432 were exported. In the same year, cheese production was 27,612 tons, 65% of which was Emmenthal cheese, with Edam, processed and other cheeses making up the total. Exports of cheese totalled 17,852 tons. Two central cooperatives handle the export sales of butter and most of the cheese trade. In addition, one private firm exports cheese.

In 1959, the Finnish Central Cooperative also exported 2,620 tons of dried whole-milk.

7,434 tons of eggs, 1,174 tons of pork and 615 tons of poultry were exported in 1959, but in the same year exports of the speciality of northern Finland, reindeer meat, were nil, although this commodity has been exported in considerable quantities in previous years. In 1958, for example, 132 tons of reindeer meat were exported. Such preserved foodstuffs as tinned fish and meat were also exported to some extent in previous years, but in 1959 practically no exports of these products were made.

Of the many berries growing in Finland, the red whortleberry (or lingon berry) is the most important export article (in 1959, 800 tons).



This is followed by blackcurrants, exported both fresh and as pulp. Other berries exported are cloudberry and arctic brambles, but these were not exported at all in 1959 because of the poor crop.

Confectionery is represented mainly by chocolates and fruit sweets, with an export in 1951 of 141 tons.

In 1959, about 500 tons of crisp bread were exported.

These export figures will show that Finland's main foodstuff exports are butter, cheese, eggs, condensed or dried milk, pork and poultry.

## **The Textile Industry**

The manufacture of textiles is one of the oldest forms of industrial activity in Finland, for it can be traced back to the beginning of the 16th century. Since then the Finnish textile industry has developed and become more and more specialized, and today it includes almost every kind of textile manufacture.

In 1958 the industry employed 30,670 people, i. e. 10.4 % of the country's total industrial labour force. The gross value of production was 125.3 million dollars, and included a wide range of products from yarn and woven fabrics to ribbons and braids. The main raw materials used are wool, cotton, silk, man-made fibres and flax, and of these about 70 % are imported. Although the textile industry has developed mainly to meet the demands of home consumption, there has also been some export. Curtains, tablecloths and plaids, designed by Finnish artists, have established a reputation at foreign exhibitions. The following export figures can be quoted for 1959: cotton yarn 873 tons, cotton fabrics 900 tons, woollen yarn 60 tons, woollen fabrics 47 tons, knitted goods 31 tons and tablecloths 171 tons.

The ready-made clothing industry is also mainly concerned with supplying the home market. In 1959 it employed 19,087 people and the gross value of its output was 88.2 million dollars. Exports in the same year amounted to only 210,000 dollars, and were mainly articles of sportswear.

There is also a well-developed industry producing artificial fibres. In 1959 it exported 9,273 tons, mainly viscose staple fibre.

## **Chemical Products**

The chemical industry in Finland is mainly concerned with the production of base chemicals, although processing in certain branches of the industry is at a high level. Today, the industry is characterized by expansion and diversity; new factories are under construction, some are being extended and new ones are planned. Because of the limited nature of the home market, it is not an economic proposition for the industry to try to become self-supporting, and a great deal of base chemicals are therefore imported. The situation regarding raw materials for the production of base chemicals is good. One up-to-date oil refinery operates entirely on foreign raw materials, but is in a position to meet domestic demand completely, and possibilities have been opened up for the production of petrochemicals in Finland.

The mining and forest industries are also connected with the chemical industry, but they have already been described in earlier sections of this book. The by-products of these industries constitute a great deal of the chemicals and chemical products exported. For many years, ethanol, coming from sulphite cellulose production, was the largest export article as regards weight, but in 1959, owing to the fact that export sales were concluded so late, only 3,259 tons were exported, the bulk of the exports being effected in 1960. Since the last century, matches made of aspen have been a traditional export item, in 1959, exports totalled 1,057 tons. 9,273 tons of viscose staple fibre were exported.

As by-products of the cellulose industry, 29,222 tons of crude tall-oil and 6,533 tons of crude turpentine were produced in 1959. Certain quantities of these products were exported in a crude state, but 2,556 tons of distilled tall-oil and 2,355 tons of distilled turpentine were also exported. The demand for refined products continues to increase. In the same year 391 tons of nickel sulphate and 791 tons of sulphate pitch were exported.

## **The Fur Industry**

The Finnish climate is well suited to the production of good pelts. Finland's production of furs consists chiefly of farmed mink and musk-

rat. In addition to minks, foxes are farmed; other wild fur animals include squirrel, pine marten, otter and beaver, but these can only be trapped under special licence.

In 1959, the farmed mink output was about 300,000 pelts, that of foxes about 2,000 pelts. In the same year, about 170,000 muskrat pelts were produced. Fur exports have increased considerably during recent years and in 1959 they amounted to 5.5 million dollars, of which 95 % consisted of mink pelts.

The Finnish fur auctions are generally held in December, January and April—May in Helsinki.

## **Crafts and Design**

In many parts of the world, interest in Finnish crafts and design has considerably increased during recent years. Commercially, the increasing recognition of Finnish design in objects for everyday use is reflected in a vigorous expansion of exports; the interest taken in Finnish design as an expression of the culture of a small nation has manifested itself on numerous occasions, particularly in the success abroad of Finnish or inter-Scandinavian design exhibitions and in the innumerable articles leading foreign magazines devote to Finnish design and its products.

While foreign awareness of Finnish design as a whole is of comparatively recent date, some branches, such as glass, ceramics and furniture succeeded in arousing attention outside Finland many years ago.

Thanks to fruitful cooperation between an efficient industry with modern equipment and an imaginative and creative artistic talent, today Finnish design has acquired an international reputation as a leader in this field.

Finnish design offers interesting and competitive lines in ceramics, glass, furniture, lighting fixtures, stainless steel, textiles — cottons, linens and woollens — silver, jewellery, pewter, wallpaper, to mention only a few. In all these branches, Finnish design has found steadily increasing patronage among people of taste throughout the world.





Finnish art industry products on display at the XI Triennale

# FOREIGN TRADE

## Trade Agreements

Agreements on multilateral commercial exchanges and payments arrangements are in force between Finland and the following countries: Argentina, Austria, Belgium, Luxembourg, Denmark, France, West Germany, Great Britain, Italy, the Netherlands, Norway, Portugal, Sweden and Switzerland. Bilateral trade agreements are in force with the following countries: Brazil, Bulgaria, China, Columbia, Czechoslovakia, East Germany, Greece, Hungary, Iceland, Israel, Paraguay, Poland, Roumania, Spain, Turkey, the United Arab Republic, Uruguay, the U. S. S. R. and Yugoslavia.

## Import Control Regulations

I. The free list. This means importation without any licence and applies to those countries that have signed the protocol on multilateral commercial exchanges and payments arrangements, and to their overseas areas as well as U.S.A. and Canada. The free list contains a long list of merchandise, basic raw materials, auxiliary industrial requisites, certain consumer goods and manufactured products, such as industrial machinery, tools and instruments. The application of the free list presupposes—apart from some minor exceptions—that the goods to be imported originate from one of the signatory countries or from the Sterling area. The free list now covers 82% of all imports from the countries concerned.

II. Imports still requiring a license are divided into two main categories:

1) imports receiving a licence automatically, and 2) restricted imports. The former refers to goods for which import licences are granted completely automatically, i. e. to most goods on the free list mentioned above, imported from bilateral countries and certain sterling area countries.

Other imports from the countries concerned are made against global quotas, the importers being allowed to choose freely the country of purchase. The global programme is divided into two parts: in the first, the contingents for each importer are determined on the basis of earlier imports.

## **Export Control Regulations**

All Finnish exports are subject to licensing. The granting of licences, however, is only a formality for the purposes of currency control. To the «free list» countries (see the previous section) export licences are granted automatically. An exception is, e. g., round wood, the export of which is supervised because of price control by the Roundwood Export Committee.

## **Customs Duties**

Finland is a member of the GATT Convention. Preference rights have been granted unilaterally to other countries too. There are two columns in the customs tariff regulations: basic duty and conventional duty. Since June 1st, 1960, the Brussels nomenclature has been adopted.

## **Shipping Documents**

A Bill of Lading must be submitted in original and one negotiable copy, plus the number of extra copies indicated by the consignee. A copy of the signed invoice should be attached to the B/L. Additional copies of the invoice are provided at the buyer's request. No consular invoice is required, nor need the Bills of Lading and invoices be legalized.

## **Shipping**

Sea traffic is of prime importance to Finland's foreign trade, because the bulk of goods are shipped abroad or arrive here by steamer. There is a rail connection from North Finland to Sweden via Tornio—Haaparanta, but different gauges make re-loading necessary. In the Soviet



Union the gauge is the same as here, and so this connection is of great importance. The main harbours are: Hamina, Hanko, Helsinki, Kemi, Kotka, Oulu, Pietarsaari, Pori (Mäntyluoto), Rauma, Turku and Vaasa. In January, February and March most of these harbours are icebound. Ice-breakers are used to keep the ports of Turku and Hanko open; Helsinki, and nowadays Kotka, are kept open throughout the year. The ice situation is usually at its worst in February. There are regular sailings from Finland to several ports in Asia, Africa, Australia, New Zealand, Nort and South America, and to many places in Europe.

## HOME MARKET TRADE

With industrialization, the occupational structure of Finland has undergone a continuous change. The strong proportional decrease in the agrarian population and the increase in the number of those working in industry and services is characteristic of this development. In 1938, more than half of the population was still employed in agriculture, but by 1959 this had been reduced to 30%. In the same year 37% were engaged in industry and the building trade, and 30% in services. This change in occupational structure has been followed by changes in habits of living, buying and consumption, and has had a considerable effect on the flow of goods on the home market and the organization of home market trade.

The wholesale trade is divided between cooperatives and private companies, both of which have their own central organizations. The larger part of the wholesale trade in the country is in the hands of independent wholesalers, and most of the consumer goods produced by industry for the home market are placed on the market by the wholesalers; the wholesalers are also the principal importers of consumer goods. Most of these wholesalers in the wholesale consumer goods trade are members of an association representing the largest group in the wholesale trade of the country, measured on the basis of total sales. The independent wholesalers in the grocery trade have a buying organization of their own, which also acts as an importer. The hardware

wholesalers, of which the majority also have their own retail shops, have two central buying organizations. The independent wholesalers in machinery and equipment for industry are also grouped in a central association. Apart from these independent wholesale firms, the retailers' central buying organization covering the whole country, is an important supplier for independent retailers. It deals mainly with groceries, but also supplies textiles, hardware and agricultural equipment.

The two main chain store cooperatives in the country both have a central organization of their own which provides them with most of their supplies. Today, integration with industry has advanced a long way within the cooperative movement, and the central organizations supply their member cooperatives with the products of their own foodstuffs industry.

Retail trade establishments number some 33,000, more than a third of which are general retailers. Of all retail shops, about 55% are privately owned, 14% are owned by limited companies and about 2% by cooperative stores. Department stores number about 10. The cooperative retail business consists mainly of chain stores selling chiefly foodstuffs, although they offer quite a large proportion of other articles. The structure of the independent retail trade in the size of the firms and the nature of the business carried on is much more varied. Most of these firms consist of only one store, and chain stores are rare. The number of self-service shops in Finland is rapidly increasing, but they still play a comparatively small part compared with other countries. The instalment system has recently become common in the sale of durable consumer goods.

## MONEY AND BANKING

The Finnish monetary unit is the markka (Finnmark). As of June 30, 1960, the following were the par rates of exchange:

New York	320: —	Amsterdam	84: 21
Montreal (varying)	328: —	Zurich	73: 18

London	896: —	Frankfurt/Main	76: 19
Stockholm	61: 86	Paris N. F.	64: 82
Oslo	44: 80	Lisbon	11: 13
Copenhagen	46: 33	Vienna	12: 31
Brussels	6: 40	Rome	0: 51

The purchasing and selling rates can vary between  $\frac{3}{4}\%$  and  $2\frac{1}{2}\%$  above or below these figures.

The most important financial establishment in Finland is the Bank of Finland, which operates under the guarantee and supervision of Parliament. It has the sole right to issue notes and the right to determine the exchange value of the mark. Thanks to its interest and rediscount policies it can direct the policy of the credit establishments to a considerable extent. The Bank of Finland has a sister company, the Mortgage Bank of Finland, which negotiates long-term loans from abroad for Finland's economic life.

There are five commercial banks in Finland: Kansallis-Osake-Pankki, Pohjoismaiden Yhdyspankki — Nordiska Föreningsbanken, Helsingin Osakepankki — Helsingfors Aktiebank, Säästöpankkien Keskus-Osake-Pankki and Ålands Aktiebank. The Bank of Finland has authorized these, and also the banking firms of Osuuskassojen Keskus Oy and Oy Wilh. Bensow Ab to attend to payments between Finland and abroad and to hold in safe custody and deal with foreign assets and property in Finland. Other banking establishments are the savings banks, the State controlled Post Office Savings Bank, co-operative loan funds, savings funds operated by co-operative societies and mortgage banks.

## Foreign Accounts in Finland

Non-residents — foreign banks, firms, or persons domiciled abroad — may maintain in Finnish banks accounts denominated either in foreign currency or in Finnish marks.

Finnish mark accounts of non-residents may be either convertible, bilateral or capital accounts. Funds on convertible accounts may be freely exchanged into any foreign currency or used for any payments



in Finland. Transfers from bilateral accounts are more restricted. Funds on capital accounts (formerly called «blocked accounts») may be transferred abroad in ten equal annual instalments, or used for certain payments and investments in Finland.

Transfers of dividends and interest on loans and holdings of shares and bonds may as a rule be freely effected either in convertible currency or in the currency of the beneficiary, if Finland maintains a bilateral payments agreement with his country of domicile. Amortization payments on loans are transferable if the loan was made with the permission of the Bank of Finland.

Transfers of royalties may be freely effected by the commercial banks, provided the royalty agreement has been approved by the Bank of Finland.

## **FAIRS AND EXHIBITIONS**

In 1919, a cooperative organization called *Osuuskunta Suomen Mes-sut* (The Finnish Fair) was set up in order to bring the country's fair activities up to date. Regular fairs as well as special exhibitions of various kinds are arranged by this organization. The first Finnish modern sample fair was arranged as early as in 1920, when the Finnish Industries Fair was held in Helsinki for the first time. Since then, exhibitions covering the whole country have been arranged annually, in addition to special exhibitions devoted to particular individual branches of trade; this latter form of exhibition has proved most popular. One of the main annual events in Finland is the Spring Fair, which is also open under certain conditions to foreign exhibitors. The Finnish Industries Fair, arranged every fifth year in the autumn, presents the total industrial output of the country and is purely national in character.

In addition to this fair activity at home, The Finnish Fair is also responsible for organizing official Finnish participation in fairs and exhibitions abroad.

The Finnish Fair has two permanent exhibition halls in the centre of Helsinki covering a total area of 12,000 square metres, with an adjacent open exhibition area of some 50,000 square metres. Foreign Industries Fairs are also arranged in these halls; outstanding in recent years have been the fairs of West Germany in 1956, Great Britain in 1957, France in 1958, Austria in 1959, the Soviet Union in 1959 and Czecho-Slovakia in 1960.

## **PLANNING A BUSINESS TRIP TO FINLAND**

### **Travel**

Nowadays it is very easy to get to Finland from anywhere in the world. «Finnair» planes have regular connections between Helsinki and Stockholm, Copenhagen, Hamburg, Amsterdam, London, Paris, Zürich, Frankfurt, Cologne, and Moscow, and between Vaasa and Sundsvall whereas «Kar-Air» maintains a service between Tampere and Stockholm. American and Scandinavian companies maintain regular flights between Finland and the USA via England and Stockholm. Flight time with the modern jet airliners of «Finnair» from London and Paris to Helsinki is about 5 hours, from Amsterdam about 3½ hrs., from Hamburg 2 hrs., from Copenhagen 1.40 hrs., from Stockholm about one hour and from Moscow 3 hrs.

Daily services are maintained by «Finnair» and «Kar-Air» between Helsinki and the following inland towns: Tampere, Turku, Jyväskylä, Oulu, Kuopio, Maarianhamina, Pori, Vaasa, Joensuu, Lappeenranta, Kajaani, Kemi and Rovaniemi and some days a week to Ivalo in North Finland. There are over 41,000 miles of public highways in Finland and about 3,300 miles of railway track.

### **Passports and Visas**

All foreigners, with the exception of Scandinavians, coming to Finland need a valid passport. Danish, Icelandic, Norwegian and Swedish

citizens require only an identity card. Visas are not needed by citizens of European countries except those of Yugoslavia and Portugal and the East Bloc countries. Non-Europeans, except Canadian, Japanese and American citizens, require visas.

## **Currency and Customs Regulations**

Travellers arriving in Finland can bring with them, 1) an unlimited amount of Finnmarks in cash, 2) an unlimited amount of cheques, travellers' cheques and travellers letters of credit in Finnmarks, 3) an unlimited amount of foreign means of payment. On leaving the country they can take with them 20,000 Finnmarks and the same amount of foreign means of payment as they brought into the country, by presenting to the Customs the currency declaration made on arrival. This includes nowadays the right to re-purchase 50% of the foreign exchange sold here. Travellers can sell foreign currency only at banks or at exchange bureaus approved by the Bank of Finland, such as travel bureaus and hotels. Foreign currency may also be used to pay for goods and services in Finland.

Travellers may bring into the country duty-free all personal belongings needed during their stay, tobacco goods up to a maximum of 100 cigarettes or 30 cheroots or 25 cigars or 100 grammes of pipe tobacco. Travellers over the age of 21 may bring into the country 1 litre of spirits, 2 litres of wine or 2 litres of beer.

Trade samples without commercial value are duty-free. For other samples a deposit or pledge is required, which is returned if the goods are taken out of the country within 6 months. Samples brought by foreign business travellers must be taken out of the country within 12 months from the date of import. If this period is exceeded, duty will be charged. Publicity material is subject to duty.

## **Accommodation**

First-class hotels and restaurants are to be found in Helsinki, and the most important provincial towns and tourist centres. During the

tourist season (June 1st—August 31st) it is advisable to book in advance.

Prices: (April 1960) First-class hotels, single room: 1,200—3,000 Finnmarks, lunch in first-class restaurants 350—800 Fmks, cafeteria lunch 150—250 Fmks (Rates of exchange, see p. 16).

## Useful Information for Travellers

There are two official languages in Finland: Finnish and Swedish. The majority of businessmen speak English and/or German.

Office hours: Public offices: 8.30 a. m.—4 p. m. (Saturdays 8.30 a. m.—1 p. m.)

Business offices: generally 9 a. m.—4.30 p. m. (Saturdays 9 a. m.—1 p. m.)

During the Christmas period (Dec. 20th—Jan. 6th), Easter and summer time it is best to make travel arrangements in advance. The most usual summer holiday time is July—August. During this period some firms are closed entirely (2—4 weeks). During the height of summer, business men are often not available at weekends.

Official public holidays: Christmas, New Year, Epiphany, Easter, May 1st, Ascension Day (May), Whitsun (May/June) Midsummer (late June), All Saints' Day (Oct./Nov.), Independence Day (6th Dec.).

As far as clothing is concerned, it may be mentioned that the coldest period is January—February (average temperature in Helsinki  $-5.8^{\circ}\text{C}$ ), when a thick overcoat and fur cap are advisable. For summer, normal summer wear is suitable (May—September average temperature  $+13.8^{\circ}\text{C}$ ).

The metric system and East European time are used. East European time is two hours ahead of GMT. Traffic drives on the right.



# FINLAND'S MOST IMPORTANT TRADE PARTNERS

Country	1958			1959		
	%			%		
	Import	Export	Total	Import	Export	Total
Great Britain .....	17.2	22.1	19.7	17.7	23.3	19.5
USSR .....	18.0	17.3	17.3	17.8	16.8	17.3
West Germany .....	16.5	10.9	13.6	17.9	10.9	14.4
Sweden .....	8.3	3.6	5.9	9.1	3.2	6.2
USA .....	5.3	4.6	5.0	5.1	5.7	5.4
Netherlands .....	4.3	4.4	4.4	4.6	5.4	5.0
France .....	4.7	6.2	5.5	5.1	4.8	4.9
Belgium—Luxem- bourg .....	29.	3.6	3.2	2.5	3.7	3.1
Denmark .....	24.	3.0	2.7	2.3	3.3	2.8
Brazil .....	3.7	2.4	3.0	2.5	2.8	2.6
Poland .....	3.1	2.6	2.9	2.8	2.1	2.5
Italy .....	1.5	1.8	1.7	1.8	1.8	1.8
East Germany .....	1.7	1.7	1.7	1.6	1.3	1.4
Switzerland .....	1.7	0.7	1.2	2.3	0.4	1.4
China .....	0.5	1.1	0.8	0.5	2.0	1.2
Norway .....	1.2	0.7	0.9	1.6	0.7	1.1
Czecho-Slovakia ...	1.2	1.2	1.2	1.4	0.5	1.0
Greece .....	0.4	0.6	0.5	0.4	1.0	0.7
Israel .....	0.6	0.9	0.7	0.4	1.0	0.7
Argentina .....	0.3	1.0	0.7	0.5	1.0	0.6
Other countries ....	4.5	9.6	7.1	4.1	8.3	6.4
Total	100.0	100.0	100.0	100.0	100.0	100.0

## EXPORTS AND IMPORTS IN 1958—1959

Commodity	Exports			
	Value in million \$		%	
	1958	1959	1958	1959
Agricultural produce .....	33	46	4.3	5.6
Forestry products .....	60	51	7.8	6.1
Industrial products .....	680	738	87.8	88.3
of which				
woodworking products ..	181	199	23.3	23.8
paper industry products ..	359	366	46.5	43.8
metal-working and eningeer- ing industry products ..	106	138	13.7	16.5
Others .....	0.8	0.5	0.1	0.0
Total	733.8	835.5	100.0	100.0

Commodity	Imports			
	Value in million \$		%	
	1958	1959	1958	1959
Raw materials and industrial requisities .....	373	418	51.2	50.1
of which				
for agriculture .....	26	27	3.6	3.2
for industry .....	347	391	47.6	46.9
Fuels and lubricants .....	108	88	14.0	10.5
Finished products .....	254	329	34.8	39.4
of which				
capital goods .....	152	211	20.9	25.3
consumer goods .....	101	118	13.9	14.1
Total	735	835	100.0	100.0

## ORGANIZATIONS AND ASSOCIATIONS

### INDUSTRIAL CENTRAL ORGANIZATIONS

Central Association of Finnish Woodworking Industries

E. Esplanadikatu 2, Helsinki

Central Federation of Master-Craftsmen and Small Industries

Kansakoulukatu 10 A, Helsinki

Federation of Finnish Industries

Etelaräntä 10, Helsinki

Union of Manufacturers (representing mainly small and medium size enterprises)

Ratakatu 29, Helsinki

### COMMERCIAL CENTRAL ORGANIZATIONS

Central Chamber of Commerce

Fabianinkatu 14, Helsinki

Central Federation of Technical Imports

P. Esplanadikatu 27 C, Helsinki

Central Union of the Retail Trade

E. Esplanadikatu 18, Helsinki

Finnish Foreign Trade Agents' Federation

Kluuvikatu 3, Helsinki

Finnish Foreign Trade Association

E. Esplanadikatu 18, Helsinki

Finnish Wholesalers' Association

Fabianinkatu 23, Helsinki

## LABOUR MARKET ORGANIZATIONS

Confederation of Commercial Employers  
Eteläranta 10, Helsinki

Confederation of Finnish Trade Unions  
Paasivuorenkatu 5, Helsinki

Confederation of Salaried Employees  
Hietalahdenkatu 8 A, Helsinki

Finnish Federation of Employers  
Eteläranta 10, Helsinki

## Sales Organizations

PUUTALO, Sales Association for Prefabricated Houses

Mannerheimintie 9 B, Helsinki

Cables: Puutalo Helsinki

Telex: 1179 Helsinki

Member firms:

A. Ahlström Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; Oy Grahn Ltd;  
Oy Gutzeitin Laattatehdas; Heinolan Faneritehdas; Karjalan Metsä-  
tuote Oy; Kymin Osakeyhtiö; Rauma-Repola Oy; Riihimäen Saha Oy;  
H. Saastamoinen Oy; Oy Wilh. Schauman Ab; G. A. Serlachius Oy;  
Veitsiluoto Osakeyhtiö; Oy Vienti-Export Ltd.

## THE FINNISH SPOOLMAKERS' ASSOCIATION

S. Esplanadgatan 2, Helsingfors

Telegrams: Spoolmaker Helsingfors

Telex: —

Member firms:

H. Saastamoinen Oy; Oy Kaukas Ab; Oy Pallas Ab; Matku Bobbin-  
fabrik



## FINNISH CELLULOSE UNION

E. Esplanaadikatu 2, Helsinki

Telegrams: Finncell Helsinki

Telex: Helsinki 1159 & 1288

Member firms:

A. Ahlström Osakeyhtiö; Aug. Eklöf Aktiebolag; Aktiebolaget J. W. Enqvist Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; Haarlan Selluloosayhtiö; Jakobstads Cellulosa A. B.; Joutseno-Pulp Osakeyhtiö; Kajaani Oy; Oy Kaukas Ab; Kemi Oy; Kymmene Aktiebolag; Lohja-Kotka O/Y; Metsäliiton Selluloosa Oy; Nokia Aktiebolag; Oulu Osakeyhtiö; Rauma-Repola Oy; W. Rosenlew & Co., A. B.; G. A. Serlachius Oy; Sunita Osakeyhtiö; Osakeyhtiö Toppila; Veitsiluoto Osakeyhtiö; Yhtyneet Paperitehtaat Osakeyhtiö

## FINNISH WOODPULP UNION

E. Esplanaadikatu 2, Helsinki

Telegrams: Sliperierna

Telex: —

Member firms:

A. Ahlström Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; Kymmene Aktiebolag; Myllykosken Paperitehdas Osakeyhtiö; Nokia Aktiebolag; Rauma-Repola Oy; O/Y Siuronkoski A/B; Aktiebolaget Stockfors; A. B. Svartå Bruk O. Y.; Tammerfors Linne- och Jern-Manufaktur Aktie-Bolag; Osakeyhtiö Toppila

## FINNISH PAPER MILLS' ASSOCIATION

Helsinki-Helsingfors, Finland

Telegrams: Dept. I: «Finpapprim», Dept. II: «Finpapsekund», Dept. Paper Bureau: «Papkont»

Telex: Finpap h f N:o 1129

Member firms:

A. Ahlström Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; Haarlan Paperitehdas Osakeyhtiö; Kajaani Oy; Kymin Osakeyhtiö — Kymmene Ak-

tiebolag; O/Y Kyrö A/B; Lohja-Kotka O/Y; Metsäliiton Selluloosa Oy; Myllykosken Paperitehdas Oy; Nokia Aktiebolag; W. Rosenlew & Co. Aktiebolag; G. A. Serlachius Oy; Tammerfors Linne- och Jern-Manufaktur Aktie-Bolag; Tervakoski Osakeyhtiö; Tienhaaran Kattohuopateollisuus Oy; Veitsiluoto Osakeyhtiö; Yhtyneet Paperitehtaat Osakeyhtiö

## FINNISH PAPER AND BOARD CONVERTERS' ASSOCIATION

E. Esplanadikatu 2, Helsinki

Telegrams: Converta Helsinki

Telex: Helsinki 1246

Member firms:

A. Ahlström Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; Raf. Haarla Oy; Kymin Osakeyhtiö — Kymmene Aktiebolag; Lohja-Kotka O/Y; Nokia Aktiebolag; W. Rosenlew & Co., A. B.; G. A. Serlachius Oy; Tammerfors Linne- och Jern-Manufaktur Aktie-Bolag; Yhtyneet Paperitehtaat Osakeyhtiö

## FINNISH BOARD MILLS ASSOCIATION

E. Esplanadikatu 2, Helsinki

Telegrams: Finnboard Helsinki

Telex: Finnboard Helsinki 1160

Member firms:

A. Ahlström Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; Kymin Osakeyhtiö — Kymmene Aktiebolag; O/Y Kyrö A/B; G. A. Lönnqvistin Perill. — G. A. Lönnqvists Arv.; Metsäliiton Selluloosa Oy; Näsijärvi Oy; G. A. Serlachius Oy; Tampereen Pellava- ja Rauta-Teollisuus Osake-Yhtiö — Tammerfors Linne- och Jern-Manufaktur Aktie-Bolag; Tienhaaran Kattohuopateollisuus Osakeyhtiö; Veitsiluoto Osakeyhtiö; Yhtyneet Paperitehtaat Osakeyhtiö

## METEX CO-OPERATIVE CORPORATION

Bulevardi 5, Helsinki

Telegrams: Finnmetex

Telex: Metex Hki 12-521

### Member firms:

A. Ahlström Osakeyhtiö; OY Airam AB; Oy Aluma Ab; Osakeyhtiö Ammus; AB Wilh. Bensow OY; Aug. Eklöf Osakeyhtiö; Enso-Gutzeit Osakeyhtiö; OY Fiskars AB; Haapakosken Tehdas O. Y.; Hackman & Co.; Jylhävaara Osakeyhtiö; Kone Osakeyhtiö; Kone ja Terä Oy; Konekeskus OY; Konepaja Mikro OY; Kymin Osakeyhtiö, Högforsin Tehdas; Lahden Rautateollisuus OY; Lappeenrannan Konepaja OY; Lokomo Oy; OY Masalin ja Kumpp.; Raahe OY; Rauma-Repola Oy; W. Rosenlew & Co., O. Y.; Oy Sako Ab; G. A. Serlachius OY; Oy Slev Ab; Oy G. W. Sohlberg Ab; Oy John Stenberg Ab; Oy Strömberg Ab; Suomen Kaapelitehdas Osakeyhtiö; Tampereen Pellava- ja Rauta-Teollisuus Osake-Yhtiö; Osakeyhtiö Tebul Aktiebolag; Teijon Tehtaat Osakeyhtiöt; Upo Osakeyhtiö; Vaisala Oy; Valmet Oy; Vanajan Autotehdas Oy; Veljekset Kemppi Oy; Wickström-Veljesten Moottoritehdas O. Y; Viialan Viila Oy; Osakeyhtiö Vuoksenniska Aktiebolag

## COMMERCIAL AND TRAVEL INFORMATION

Code: E = Embassy  
 L = Legation  
 Com = Commercial representation  
 Cons = Consulate

### Diplomatic Representation

Foreign Country's Representation in/for Finland		Finland's Representation in Foreign Country	
Country	Embassy, Legation or Commercial Representation *)		Embassy, Legation or Commercial Representation
<b>Argentina</b>	Fredrikinkatu 47	E	Junin 1191, Buenos Aires E
<b>Australia</b>	—		33, Streatfeld Rd. Bellevue Hill, Sydney L
<b>Austria</b>	P. Esplanaadikatu 33 A	E	Bayerngasse 1, Vienna III E
<b>Belgium</b>	Puistokatu 5	E	50, Avenue des Arts, Brus- sels E
<b>Brazil</b>	Mariankatu 7 A	E	Avenida General Justo 275,9°, Rio de Janeiro E
<b>Canada</b>	Pormestarinrinne 3	L	140 Wellington Street, Ottawa 4, Ont. L
<b>Chile</b>	Eteläranta 4	Cons	Agustinas 1070, Santiago de Chile Cons
<b>China</b>	Vanha Kelkkamäki 11	E	Building no. 4, Kwang Hwa Road, Eastern Suburb, Pek- ing E
<b>Colombia</b>	Mikonkatu 9	Cons	Apartado Aereo 4990, Bo- gotà Cons
<b>Cuba</b>	—		Calle 23 no. 152 esqa O-ve- dado, Habana Cons

\*) If not stated otherwise, the addresses are in Helsinki.



Country	Embassy Legation or Commercial Representation )	Embassy, Legation or Commercial Representation
<b>Costa Rica</b>	Unioninkatu 18	C-9, 43-S, San José Cons
<b>Czecho-Slovakia</b>	Armfeltintie 14	E Sibeliova 6, Praha 5 E
<b>Denmark</b>	Bulevardi 3	E Hammarensegade 5, Copenhagen K E
<b>Ecuador</b>	E. Esplanaadikatu 22 C Cons	Apartado 139, or Calle García Moreno 399, Quito Cons
<b>France</b>	I. Kaivopuisto 8 a	E 30, Cours Albert I, Paris 8 E Consulate General: 18bis, rue d'Anjou, Paris 8
<b>Germany (E)</b>	Tuurholmantie 7	Com Mauer Strasse 12, Berlin W 8 Com
<b>Germany (W)</b>	Fredrikinkatu 61	Com Gereonshaus, Cologne Com
<b>Great Britain</b>	Korkeavuorenkatu 34	E 66, Chester Square, London S.W. 1 E
<b>Greece</b>	Ruoholahdenkatu 23	Cons Aristidesst. 1, Athens Cons
<b>Hungary</b>	Pohjoisranta 4 A	L Székács-utca 29, Budapest XII L
<b>Iceland</b>	Kaisaniemenkatu 13	Cons Hafnarstr. 5, Reykjavik Cons
<b>India</b>	Mannerheimintie 9 B	Cons 43-A, Prithviraj Road, New Delhi L
<b>Iran</b>	—	Pahlavi Shemiran Road, Yossafabad, Teheran, P.O. Box 1138, Teheran Cons

Country	Embassy Legation or Commercial Representation *)	Embassy, Legation or Commercial Representation
<b>Israel</b>	Laivurinrinne 1	L Shlomo Hamelech 94, Apt. 4, Tel-Aviv L
<b>Italy</b>	P. Esplanaadikatu 25 B 15 E	Via Redentoristi 9, Rome E
<b>Japan</b>	Mariankatu 8	L 62 Tansu-Machi, Azabu, Minato-ku, Tokyo L
<b>Luxem- bourg</b>	Linnankoskenkatu 11 A Cons	22, rue Joseph II, Luxem- bourg Cons
<b>Mexico</b>	E. Makasiininkatu 4 Cons	Dolores 3, desp. 909, Mexico 1, D.F. L
<b>Nether- lands</b>	Raatimiehenkatu 2 A	E Lange Voothout 58 A, The Hague E
<b>New Zealand</b>	—	P.O.Box 2319 Wellington Cons
<b>Norway</b>	Bulevardi 30 A 4	E Thomas Heftyegate 1, Oslo E
<b>Pakistan</b>	P. Rautatienkatu 17 B Cons	C/o James Finlay & Co. Ltd., Karachi Con
<b>Peru</b>	Kalevankatu 12	Cons Apartado 1093, Lima Cons
<b>The Phi- lippines</b>	Unioninkatu 19	Cons 183 Solor Street, Manila Cons
<b>Poland</b>	Etelärantatie 17	E Ul. Chocimska 6, Warsaw E
<b>Portugal</b>	Vuorimiehenkatu 3	Cons Av. Sidönio Pais 2, Lisboa Cons
<b>Rouma- nia</b>	Stenbäckinkatu 24	Strada Sofia 7, Bucharest L
<b>Spain</b>	Kasarmikatu 2 B	E Marqués de Casa Riera 4, Madrid E

Country	Embassy Legation or Commercial Representation (*)	Embassy, Legation or Commercial Representation
<b>Sweden</b>	P. Esplanaadikatu 7 B	E Västra Trädgårdsgatan 13 Stockholm E
<b>Switzer- land</b>	Eröttajankatu 1	Schänzlialde 21 Bern E
<b>Thailand</b>	Meritullinkatu 3	Cons Maersk Line Bldg. Bangkok Branch, Sathorn Road, Bangkok Cons
<b>Turkey</b>	Tehtaankatu 4 A	E P. K. Cankaya, Ankara or Bestekar Sokak 52/2, Ankara E
<b>Union of South Africa</b>	Mannerheimintie 9 A	Cons 117, Charles Street, Brook- lyn, Pretoria or P.O. Box 443, Pretoria L
<b>United Arab Republic</b>	Stenbäckinkatu 22 A	E 2, Aicha El Taimouria Gar- den City, Cairo E
<b>Uruguay</b>	Vironkatu 5 A	Cons Solis 1533, Montevideo Cons
<b>USA</b>	I. Kaivopuisto 21	E 1900, 24th Street N.W., Washington 8 D.C. E Consulate General: 200 East 42nd Street, New York 17, N.Y.
<b>USSR</b>	Tehtaankatu 1 B	E Kropotkinskij Pereulok 15—17, Moscow E
<b>Ve- nezuela</b>		Apartado Postal 1066, Ca- racas Cons
<b>Yugo- slavia</b>	Fredrikinkatu 75 A 7	E Ivana Milutinovica 11, Beo- grad or P.O.B. 926, Beograd E

## Information Centres

The Finnish Foreign Trade Association is a private organization which, as a central organ for research and information, serves Finnish industry and commerce in all that concerns exports and imports, and at the same time acts as a contact centre for foreign firms and similar organizations abroad. The Association through its contact network, conveys information to its members on foreign buyers and sellers, on the requirements of foreign markets, on methods of distribution, trade regulations, etc. and carries out market research. Upon request, it makes contacts for foreign firms, both buyers and sellers, and provides information about Finnish firms, Finland's foreign trade, customs and trade regulations. The Association has about 1 000 members; address: E. Esplanaadik. 18, Helsinki.

Business contacts are also arranged by the Helsinki Chamber of Commerce, Fabianink. 14, Helsinki, by publishing announcements etc. There are 31 Chambers of Commerce or Sections in Finland and in addition to that a Central Chamber of Commerce and a Finnish Section of the International Chamber of Commerce.

The Finnish Tourist Association's main aim is to promote and support travel to Finland and in Finland. Its many-sided publicity activities include a publication «Coming Events in Finland», issued four times a year, and a wide range of pamphlets, brochures, etc. on Finland. The head office of the Association is Mikonkatu 15, Helsinki. The Association also maintains its own offices or has representatives in the following places:

LONDON: Finnish Travel Information Centre, Finland House, 56, Haymarket, S. W. 1.

MUNICH: Finnland-Informationsbüro Landwehrstrasse 17

NEW YORK: Finnish National Travel Office, 10 East 40th Street, New York 16, N. Y.

PARIS: Office National du Tourisme de Finlande, 31 Rue Danielle-Casanova, 1er.



STOCKHOLM: Suomibyran—Finska Turistbyran, Skottgränd 3  
FRANKFURT/MAIN: Skandinavisches Fremdenverkehrsamt, am  
Hauptbahnhof 6  
ROME: Ufficio Scandinavo di Informazioni Turistiche, Via Vittorio  
Veneto 70  
ZURICH: Skandinavisches Verkehrsbüro, Pelikanstrasse 19

### Commercial Publications and Reference Material

The following publications are published by the Finnish Foreign Trade Association as part of its information service abroad: «Finnish Trade Review» (bi-monthly), «Revue Commerciale de Finlande» (yearly), «Revista Comercial de Finlandia» (yearly), «Finnische Handelsrundschau» (twice a year), Trade Journals in Portuguese, Russian and Swedish and the commercial reference book «Finnish Foreign Trade Directory». The following economic reviews are published by the banks: «Bank of Finland Monthly Bulletin», «Economic Review» (Kansallis-Osake-Pankki, quarterly) and «Unitas» (Pohjoismaiden Yhdyspankki, quarterly). Other publications include: «Economic Survey» (annual), published by the Division for Economic Affairs of the Ministry of Finance, «Finnish Paper and Timber» (10 times a year) and «The Finnish Timber and Paper Calendar» (bi-annual), the last two being published by the Finnish Paper and Timber Journal Publishing Company, Helsinki.

Statistics and statistical information are concentrated in Finland in the Central Statistical Office. The most important source of statistics is the series «Official Statistics of Finland» of which the following parts may be of interest: «Foreign Trade» (annual) and «Industrial Statistics of Finland» (annual). Other publications: «Statistical Yearbook of Finland» and «Bulletin of Statistics» (monthly) and «Foreign Trade» (monthly). More detailed statistics of Finnish foreign trade may be obtained from the Statistical Office of the Customs Administration (Tullihallituksen Tilastotoimisto).

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